

<b>2024/5 Budget - Smokecraft</b>		<b>PERIOD 2</b>	<b>PERIOD 2</b>			
Start Date: 07/01/2024		1/29/2024	1/27/2025			
End Date: 06/29/2025		2/25/2024	2/23/2025			
LY Start: 07/03/2023						
LY End: 06/30/2024						
		<b>Gross Sales</b>	<b>23/24 Actual</b>	<b>% of Sales</b>	<b>24/25 Budget</b>	<b>% of Sales</b>
<b>5100</b>	Food Sales	\$ 118,153.34	84.23%	\$ 128,451.94	84.68%	
<b>5180</b>	NA Beverage	\$ 1,841.25	1.31%	\$ 2,001.74	1.32%	
<b>Total Food Sales</b>		<b>\$ 119,994.59</b>	<b>85.54%</b>	<b>\$ 130,453.68</b>	<b>86.00%</b>	
<b>5210</b>	Liquor Sales	\$ 11,370.00	8.11%	\$ 13,819.86	9.11%	
<b>5220</b>	Wine Sales	\$ 2,527.00	1.80%	\$ 3,071.49	2.02%	
<b>5230</b>	Bottled Beer Sales	\$ 1,430.00	1.02%	\$ 1,738.12	1.15%	
<b>5240</b>	Draft Beer Sales	\$ 4,953.00	3.53%	\$ 6,020.21	3.97%	
<b>Total Beverage Sales</b>		<b>\$ 20,280.00</b>	<b>14.46%</b>	<b>\$ 24,649.68</b>	<b>16.25%</b>	
<b>Gross F&amp;B Sales</b>		<b>\$ 140,274.59</b>	<b>101.72%</b>	<b>\$ 155,103.36</b>	<b>102.25%</b>	
		<b>Deductions</b>				
<b>5110</b>	Goodwill Comps	\$ 560.36	0.41%	\$ 834.30	0.55%	
<b>5120</b>	Guest Recovery Comps	\$ 331.25	0.24%	\$ 455.07	0.30%	
<b>5131</b>	50% Employee Discounts	\$ 625.80	0.45%	\$ 682.61	0.45%	
<b>5132</b>	Manager Meal Discounts	\$ 766.80	0.56%	\$ 530.92	0.35%	
<b>5150</b>	Discounts Marketing	\$ 349.01	0.25%	\$ 530.92	0.35%	
<b>5250</b>	Goodwill Bar Comps	\$ 405.70	0.29%	\$ 379.23	0.25%	
<b>Total Deductions</b>		<b>\$ 3,038.92</b>	<b>2.20%</b>	<b>\$ 3,413.03</b>	<b>2.25%</b>	
		<b>Other Income and Expense</b>				
<b>5300</b>	Sundry Sales	\$ 60.00	0.04%	\$ -	0.00%	
<b>5910</b>	Service Charge Revenue - Catering	\$ 604.63	0.44%	\$ -	0.00%	
<b>Total Other Income and Expense</b>		<b>\$ 664.63</b>	<b>0.48%</b>	<b>\$ -</b>	<b>0.00%</b>	
<b>Net Sales</b>		<b>\$ 137,900.30</b>	<b>100.00%</b>	<b>\$ 151,690.33</b>	<b>100.00%</b>	
		<b>Food Costs</b>				
<b>6110</b>	Meat Cost	\$ 16,710.90	13.93%	\$ 19,046.24	14.60%	
<b>6120</b>	Poultry Cost	\$ 2,584.72	2.15%	\$ 3,391.80	2.60%	
<b>6130</b>	Seafood Cost	\$ 1,000.07	0.83%	\$ 652.27	0.50%	
<b>6140</b>	Dairy Cost	\$ 4,899.60	4.08%	\$ 5,218.15	4.00%	
<b>6150</b>	Produce Cost	\$ 3,980.90	3.32%	\$ 4,174.52	3.20%	
<b>6160</b>	Bakery Cost	\$ 1,764.71	1.47%	\$ 1,826.35	1.40%	
<b>6170</b>	Grocery Cost	\$ 8,159.31	6.80%	\$ 8,088.13	6.20%	
<b>6180</b>	NA Beverage	\$ 760.51	0.63%	\$ 652.27	0.50%	
<b>Total Food Cost</b>		<b>\$ 39,860.72</b>	<b>33.22%</b>	<b>\$ 43,049.72</b>	<b>33.00%</b>	

<b>Beverage Costs</b>					
6210	Liquor Cost	\$ 2,133.86	10.74%	\$ 2,594.72	10.53%
6220	Wine Cost	\$ 722.41	3.63%	\$ 878.43	3.56%
6230	Bottled Beer Cost	\$ 301.91	1.52%	\$ 367.12	1.49%
6240	Draft Beer Cost	\$ 896.12	4.51%	\$ 1,089.66	4.42%
<b>Total Bev Cost</b>		<b>\$ 4,054.30</b>	<b>20.40%</b>	<b>\$ 4,929.94</b>	<b>20.00%</b>
<b>Total F&amp;B Costs</b>					
<b>Gross Profit</b>					
<b>Payroll Costs</b>					
6310	Management Salaries	\$ 12,230.59	8.87%	\$ 14,461.54	9.53%
6311	Direct Labor - FOH	\$ 5,138.08	3.73%	\$ 4,171.48	2.75%
6312	Overtime Labor - FOH	\$ -	0.00%	\$ -	0.00%
6313	Training Labor	\$ -	0.00%	\$ 227.54	0.15%
6314	Direct Labor - BOH	\$ 25,721.08	18.65%	\$ 26,545.81	17.50%
6315	Overtime Labor - BOH	\$ 222.67	0.16%	\$ -	0.00%
<b>Total Labor</b>		<b>\$ 43,312.42</b>	<b>31.41%</b>	<b>\$ 45,406.37</b>	<b>29.93%</b>
6510	Payroll Taxes	\$ 5,155.44	3.74%	\$ 5,688.39	3.75%
6530	Vacation Pay	\$ 538.40	0.39%	\$ -	0.00%
6540	Parking	\$ 294.00	0.21%	\$ 200.00	0.13%
6550	Uniform Allowance	\$ (30.00)	-0.02%	\$ -	0.00%
6560	Continuing Education	\$ -	0.00%	\$ -	0.00%
6570	Group Insurance	\$ -	0.00%	\$ 600.00	0.40%
6580	Workers Compensation	\$ 445.08	0.32%	\$ 510.00	0.34%
6610	Other Benefits	\$ -	0.00%	\$ -	0.00%
6615	Payroll Processing Fees	\$ 229.00	0.17%	\$ 300.00	0.25%
<b>Total Payroll Expenses</b>		<b>\$ 6,631.92</b>	<b>4.81%</b>	<b>\$ 7,298.39</b>	<b>4.81%</b>
<b>Total Payroll Costs</b>					
<b>Controllable Expenses</b>					
6500	3rd Party Delivery Expense	\$ 4,588.65	3.33%	\$ 4,550.71	3.00%
6710	Operating Lease/Rentals-Kitchen/Bar	\$ 543.64	0.39%	\$ 550.00	0.36%
6740	Security	\$ -	0.00%	\$ -	0.00%
6750	Trash Removal	\$ (65.63)	-0.05%	\$ -	0.00%
6790	Other Contracted Services	\$ 300.00	0.22%	\$ 300.00	0.20%
7010	Register Over/Short	\$ 9.70	0.01%	\$ -	0.00%
7010	China/Glassware/Silverware	\$ 477.97	0.35%	\$ 606.76	0.40%
7040	Cleaning Supplies	\$ 265.30	0.19%	\$ 303.38	0.20%
7045	Dish Chemicals	\$ 388.34	0.28%	\$ 455.07	0.30%
7050	Decorations	\$ -	0.00%	\$ -	0.00%
7060	Linens	\$ 862.65	0.63%	\$ 1,137.68	0.75%
7080	New Menus/Printing	\$ -	0.00%	\$ -	0.00%
7090	Menu/Guest Check/POS Supplies	\$ 78.61	0.06%	\$ -	0.00%
7105	To Go Supplies	\$ 2,677.82	1.94%	\$ 2,578.74	1.70%
7106	Catering Supplies	\$ 351.35	0.25%	\$ 606.76	0.40%
7110	Operating Supplies F&B	\$ 1,149.19	0.83%	\$ 1,516.90	1.00%

<b>7120</b>	Uniforms	\$ -	0.00%	\$ -	0.00%
<b>7470</b>	Live Entertainment	\$ 1,500.00	1.09%	\$ -	0.00%
	<b>Total Controllable Expenses</b>	<b>\$ 13,127.59</b>	<b>9.52%</b>	<b>\$ 12,606.00</b>	<b>8.31%</b>
<b>General &amp; Administrative</b>					
<b>7190</b>	Other Contracted Services-Admin	\$ 1,154.61	0.84%	\$ 1,500.00	0.99%
<b>7195</b>	Accounting Services	\$ 2,500.00	1.81%	\$ 2,500.00	1.65%
<b>7220</b>	Bank Charges & Fees	\$ 326.57	0.24%	\$ 15.00	0.01%
<b>7230</b>	Licenses & Permits	\$ 969.23	0.70%	\$ 600.00	0.40%
<b>7250</b>	Credit Card Commissions	\$ 2,608.26	1.89%	\$ 3,413.03	2.25%
<b>7256</b>	Employment Ads	\$ 90.00	0.07%	\$ 90.00	0.06%
<b>7270</b>	Dues & Subscriptions	\$ (3.37)	0.00%	\$ 50.00	0.03%
<b>7285</b>	Key Man/General Liability Insurance	\$ 937.25	0.68%	\$ 1,275.00	0.84%
<b>7290</b>	Legal & Professional Services	\$ -	0.00%	\$ -	0.00%
<b>7320</b>	Office Supplies & Postage	\$ 27.25	0.02%	\$ 151.69	0.10%
<b>7350</b>	Telephone/Internet/Cable	\$ 650.49	0.47%	\$ 650.00	0.43%
<b>7360</b>	Travel	\$ -	0.00%	\$ 125.00	0.08%
<b>7370</b>	Meals & Entertainment	\$ -	0.00%	\$ -	0.00%
	<b>Total General &amp; Administrative</b>	<b>\$ 9,260.29</b>	<b>6.72%</b>	<b>\$ 10,369.72</b>	<b>6.84%</b>
<b>Advertising &amp; Promotion</b>					
<b>7400</b>	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
<b>7430</b>	Local Advertising & Promotion	\$ -	0.00%	\$ -	0.00%
<b>7435</b>	Advertising & Marketing	\$ 1,023.15	\$ 500.00	0.33%	
<b>7460</b>	Special Promotions	\$ -	0.00%	\$ -	0.00%
	<b>Total Advertising &amp; Promotion</b>	<b>\$ 1,023.15</b>	<b>0.74%</b>	<b>\$ 500.00</b>	<b>0.33%</b>
<b>Repairs &amp; Maintenance</b>					
<b>7500</b>	Repairs & Maintenance	\$ -	0.00%	\$ 1,516.90	1.00%
<b>7620</b>	R&M HVAC & Refrigeration	\$ -	0.00%	\$ -	0.00%
<b>7630</b>	R&M - Plumbing	\$ -	0.00%	\$ -	0.00%
<b>7640</b>	R&M - Electric	\$ -	0.00%	\$ -	0.00%
<b>7650</b>	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
<b>7660</b>	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
<b>7695</b>	Cleaning Service	\$ 4,375.00	3.17%	\$ 3,680.00	2.43%
<b>7710</b>	MC-HVAC & Refrigeration	\$ 880.00	0.64%	\$ 625.00	0.41%
<b>7720</b>	MC-Other Equipment	\$ -	0.00%	\$ 255.00	0.17%
<b>7750</b>	Pest Control	\$ 85.00	0.06%	\$ 85.00	0.06%
<b>7785</b>	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
	<b>Total Repairs &amp; Maintenance</b>	<b>\$ 5,340.00</b>	<b>3.87%</b>	<b>\$ 6,161.90</b>	<b>4.06%</b>
<b>Utilities</b>					
<b>7810</b>	Electricity	\$ 2,876.77	2.09%	\$ 3,033.81	2.00%
<b>7820</b>	Natural Gas	\$ 1,190.30	0.86%	\$ 1,061.83	0.70%
<b>7830</b>	Water & Sewer	\$ 583.00	0.42%	\$ 606.76	0.40%
<b>7840</b>	Firewood	\$ 750.00	0.54%	\$ 750.00	0.49%
	<b>Total Utilities</b>	<b>\$ 5,400.07</b>	<b>3.92%</b>	<b>\$ 5,452.40</b>	<b>3.59%</b>
	<b>Total Operating Expenses</b>	<b>\$ 34,151.10</b>	<b>24.77%</b>	<b>\$ 35,090.03</b>	<b>23.13%</b>

<b>Other Income (Expenses)</b>						
<b>5500</b>	Door Revenue	\$ -	0.00%	\$ -	0.00%	
<b>5800</b>	Commission Income		0.00%	\$ -	0.00%	
	<b>Total Other Income</b>	<b>\$ -</b>	<b>0.00%</b>	<b>\$ -</b>	<b>0.00%</b>	
	<b>Operating Income Before Bonus</b>	<b>\$ 9,889.84</b>	<b>7.17%</b>	<b>\$ 15,915.90</b>	<b>10.49%</b>	
<b>6455</b>	Management Bonuses	\$ -	0.00%	\$ -	0.00%	
	<b>Restaurant Operating Income</b>	<b>\$ 9,889.84</b>	<b>7.17%</b>	<b>\$ 15,915.90</b>	<b>10.49%</b>	
<b>Facility Expenses</b>						
<b>8010</b>	Rents	\$ 12,420.14	9.01%	\$ 12,730.64	8.39%	
<b>8015</b>	Common Area Maintenance	\$ 2,315.00	1.68%	\$ 2,315.00	1.53%	
<b>8020</b>	Property Insurance	\$ 132.00	0.10%	\$ 132.00	0.09%	
<b>8030</b>	Property Taxes	\$ 3,671.46	2.66%	\$ 3,671.46	2.42%	
	<b>Total Facility Expenses</b>	<b>\$ 18,538.60</b>	<b>13.44%</b>	<b>\$ 18,849.10</b>	<b>12.43%</b>	
	<b>Restaurant EBDIT</b>	<b>\$ (8,648.76)</b>	<b>-6.27%</b>	<b>\$ (2,933.20)</b>	<b>-1.93%</b>	